

April - June 2020

# What's Up, Doc?



## Dr. Vinyl Interior Repair News



## The Doctors Touch Auto Paint Repair News



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**Hello Dr. Vinyl Partners!** I hope business for everyone is starting to pickup but more importantly I hope everyone is staying safe and healthy. It has been a very rough first two quarters of the year. 2020 started out very promising but took a serious nose dive in the final weeks of March.

Businesses all across the United States and the World have felt the impact of Covid-19. It's was like being hit by a freight train and not even hearing or seeing it barreling down the tracks. As you will see by some of the numbers posted in this months newsletter, sales have dropped for many Dr. Vinyl & The Doctors Touch technicians. For those franchises only servicing car dealerships, this was a major hit to their business. In some areas of the U.S., the automotive industry completely shut down for the entire months of April & May. Many of our upholstery technicians took a blow as well. The restaurant industry was devastated by having to completely close the doors and not allow any patrons to enter their facilities. Finding work has been extremely difficult and spotty at best. Unfortunately, with the age and health of some of our owners, it was best for them to shelter at home and wait out the threat of the coronavirus. As we write this newsletter in the middle of June, the Covid-19 Pandemic is still alive and active. In the July What's Up Doc newsletter, we will present statistics so you can see the negative effects over the first half year.

Due to age and health, there has been a few franchises that have decided to shut down their operation and enter into retirement. I would like to tell those associates **"Thank You"** for your years of service with Dr. Vinyl and we wish you and your families the best in all your future endeavors.

However, all is not bad. As the United States continues to deal with all that Covid-19 is throwing at us, Dr. Vinyl owners and technicians continue to do what we do best...keep pushing forward! There were quite a few of you that never missed a beat. Despite everything going on, you continued to find a way to service your customers. For those servicing retail customers and offering VSR services, business was plentiful. Some of you used the down time for marketing your business. If you weren't able to do any work, you stayed in touch with customers as if nothing ever happen. That is what great service techs do to let their customers know that they care and they are ready to service them in the case of emergencies.

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As the numbers are coming in for May sales, it looks as if business is getting a little better. Here at corporate, we have not missed a beat on training. We did have to shut it down for the month of March as the stay at home orders went into effect. We reopened for training in April. If you have new associates and you want to send them to training, we're right here ready to assist you. **Teresa Lang & David Lang (Interior & APR training instructors)** are setup and ready to teach your associates everything they need to know to get started. The tentative training schedule is attached in this newsletter. Give Teresa, David or Buster a call to reserve a spot as soon as you can.

I believe we can all agree that business as we knew it will not be the same. The "**New Normal**" is coming and right now we're not exactly sure what it is. What we do know is that business must go on. We are at another turning point in history where things as we once knew it will change and we'll have to change with it. There will be new opportunities and new potential customers. There will be completely new services being offered and old services that makes a new come back, This is where you have to be ready for change and ready to go with the flow. If not, you could get left behind. And please do not skip the retail market!

Thank you all for your support and dedication to Dr. Vinyl!

Stay healthy & Stay Safe!

Sincerely,

Dr. Vinyl Corporate Staff

## Dr. Vinyl Corporate Contact Information

Dr. Vinyl Corporate Office Contact Information			
Local (816) 525-6060   Toll Free (800) 531-6600   Fax (816) 525-6333			
Receptionist	Receptionist	Extension 100	<a href="mailto:receptionist@drviny.com">receptionist@drviny.com</a>
Richard Reinders	CEO	Extension 120	<a href="mailto:richard@drviny.com">richard@drviny.com</a>
Buster Coppage	Franchise Operations	Extension 130	<a href="mailto:buster@drviny.com">buster@drviny.com</a>
Tony Rende	Parts	Extension 140	<a href="mailto:tonyr@drviny.com">tonyr@drviny.com</a>
Teresa Lang	INT Trainer	Extension 150	<a href="mailto:teresa@drviny.com">teresa@drviny.com</a>
David Lang	APR Trainer	Extension 160	<a href="mailto:davidl@drviny.com">davidl@drviny.com</a>
Vickie Borron	Accounts Receivable	Extension 170	<a href="mailto:vickieb@drviny.com">vickieb@drviny.com</a>
Darrell Wirths	Parts	Extension 180	<a href="mailto:dwirths@drviny.com">dwirths@drviny.com</a>
Steve Gwadera	UPH Trainer	(816) 882-2312	<a href="mailto:steveg@drviny.com">steveg@drviny.com</a>

## ***Anniversary Date Recognition***

*In each publication of the "What's Up Doc?" newsletter, we would like to recognize those individuals whose anniversary date falls within that month. We will recognize those celebrating their 5, 10, 15, 20, 25 years of service to The Dr. Vinyl Group.*

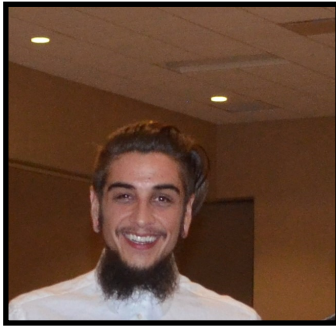
*For the month of April, May & June 2020, we would like to recognize the following individuals for their years of service with The Dr. Vinyl Group. If we somehow missed recognizing you or your associate, please let us know as soon as possible.*

<b>DOUG HANCOCK</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>Apr-00</b>	<b>20 YEARS</b>
<b>SHAWN FLESHER</b>	<b>DR. VINYL OF</b>	<b>THE PERMIAN BASIN TX</b>	<b>Apr-00</b>	<b>20 YEARS</b>
<b>TAMMY ROLLOFF</b>	<b>DR. VINYL OF</b>	<b>GREATER MINNEAPOLIS MN</b>	<b>Apr-00</b>	<b>20 YEARS</b>
<b>RENEE HANCOCK</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>Apr-00</b>	<b>20 YEARS</b>
<b>CRAIG REEVES</b>	<b>DR. VINYL OF</b>	<b>OHIO VALLEY WV/OH</b>	<b>May-00</b>	<b>20 YEARS</b>
<b>BRANDON BIGGERSTAFF</b>	<b>ASSOCIATE OF</b>	<b>CATAWBA VALLEY NC</b>	<b>Jun-00</b>	<b>20 YEARS</b>
<b>SHAWN MORRIS</b>	<b>DR. VINYL OF</b>	<b>SOUTHEASTERN OKLAHOMA</b>	<b>Jun-05</b>	<b>15 YEARS</b>
<b>JOSH FUNK</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS</b>	<b>Apr-10</b>	<b>10 YEARS</b>
<b>KEVIN HEATON</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS</b>	<b>Apr-10</b>	<b>10 YEARS</b>
<b>DUANE MOSLEY</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>May-10</b>	<b>10 YEARS</b>
<b>DARRELL FETTERS</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>Apr-15</b>	<b>5 YEARS</b>
<b>RYAN FRAME</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>Apr-15</b>	<b>5 YEARS</b>
<b>ALEX RASMUSSEN</b>	<b>ASSOCIATE OF</b>	<b>CENTRAL MINNESOTA</b>	<b>May-15</b>	<b>5 YEARS</b>
<b>JESSE LOGSDON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>May-15</b>	<b>5 YEARS</b>
<b>KATIE GROVES</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>May-15</b>	<b>5 YEARS</b>
<b>BRUCE DOCKERY</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>May-15</b>	<b>5 YEARS</b>
<b>ALAN JENNINGS</b>	<b>ASSOCIATE OF</b>	<b>WEST CENTRAL FLORIDA</b>	<b>May-15</b>	<b>5 YEARS</b>
<b>CRYSTAL ARTHUR</b>	<b>ASSOCIATE OF</b>	<b>HAMPTON &amp; NEWPORT NEWS VA</b>	<b>Jun-15</b>	<b>5 YEARS</b>

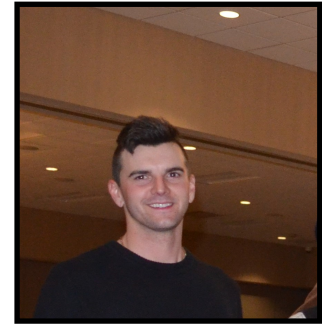
# PHOTOS FROM THE FIELD



The article below was submitted by  
**Dorothy Funk - Dr. Vinyl of Kansas**  
**Vinyl Window Repair in Wichita, KS**



Josh Funk



Kevin Heaton

In late February, I received a call from an gentleman that needed help repairing damaged Vinyl Windows from a recent hail storm that caused major damage to an apartment complex he owned. I offered the job to my technicians Josh Funk and Kevin Heaton. I informed them that it would be a huge job. They accepted the offer and then scheduled a meeting with the owner. They traveled from Kansas City to Wichita to perform a show & tell demo because the owner of the building wanted to see if their work was good enough to pass a building inspection. The owner had mentioned that he was collecting from the insurance company for the hail damage and was already in the process of refinancing. He also had an estimate for replacing all the windows and it came in at \$500,000.00. Another concern for the owner was if he decided to replace the windows, it would have been a nightmare for the residents as the complex was fully occupied. When he saw what Dr. Vinyl could do, he was very impressed and jumped at the opportunity to save nearly half a million dollars. Josh & Kevin completed the work in 8 working days (3 days the first two weeks and 2 days the third week). I'm really proud of Josh & Kevin for taking on this challenge. It couldn't have come at a better time for them considering this was right before the start of social distancing and when car dealers, restaurants and other businesses in our area began closing down due to Covid-19.

After the job was totally completed, below is the letter I received from the apartment complex owner where Josh & Kevin did the window repairs.

*Hello All,*

*"Window repairs were completed today--results are great. Kevin and Josh from Dr. Vinyl did a fantastic job of matching color and completing repairs in a timely fashion. We had no concerns at all from residents and they were very mindful of the property.*

*As to be expected, there were some overages due to unseen damage during the count and additional ladder fees. Kevin alerted me to these additional fees as he came across them so I was fully informed during the process. Total invoice cost for all repairs came to \$52,755.00. I have attached the invoice for reference. I have also included the invoice from the initial test repair done in March totaling \$581.00."*

*Sincerely,  
Jason*

**DR. VINYL OF THE  
CUMBERLAND  
&  
DR. VINYL OF CATAWBA  
VALLEY**



I have just had a great experience working in concert with other Dr. Vinyl's and I just needed to share it.

Years ago I called on the Charlotte, NC Owners and Associates for help with the upholstery at the Steak N Shake restaurants in their area. Securing their help in that locale netted the Southeast regional work for me at their corporate locations. I told the Charlotte crew if they ever needed my help in return all they had to do was ask. It took a few years, but they remembered that offer. Just a few days ago I received a call from Steve Biggerstaff. He had made contact with the new owners of several soon to be former Workout Anytime Gyms. They wanted the newly purchased gyms to be recovered in their new color scheme. They had locations in Georgia, Florida, as well as, North and South Carolina. They wanted Dr. Vinyl to do the work but needed all the locations serviced quickly. Now Steve knew he could actually do all the work with his crew and the other owners in the Carolinas. He also knew that I worked in the Georgia area and might be able to help get some of those locations done while they were concentrating on their area. I have to say I was surprised when the call came in. I had never really done any work like this. I was a little doubtful about the quality of work I could do in this arena, but I sure didn't want to let those guys down. They had been such a big help to me in the past. I just had to say "Yes".

Little did I know how much of a gift was laid at my feet. Basically, Steve had done all the leg work making the contacts and finding out about the locations and their needs. All I had to do was take measurements, sew some covers, and install them on site. The only downside I can think of is that it was just terrible having to work inside an AIR CONDITIONED gym on a very hot June day! I was nervous at first because it was something new for me, as far as the gym work was concerned. I soon overcame that newness and basically fell in love with the work. I have just completed the first of four jobs. It was great. I can't believe I ever had any doubts about the job. Oh, I forgot to mention, the first job was over \$9,000.00! In reality it was as if Steve had called me up and just handed me that money.

Morale of the story: It is great when we in the Dr. Vinyl world can work together....and don't forget profitable.

**Mitch Reid  
The Wandering Upholsterer**



*Looking for a GREAT deal on vinyl or fabric for that next Upholstery job?  
**Give Cardinal Fabrics a call!***

*We are your "GO-TO" source for upholstery vinyl, and we pride ourselves on  
our **QUICK TURN-AROUND** on full rolls or cut yardage.*

***Sales - (828) 514-8507***

***Jason McCurdy***

***(704) 996-8306***

***jason@cardinalfabrics.com***

***Steve Biggerstaff***

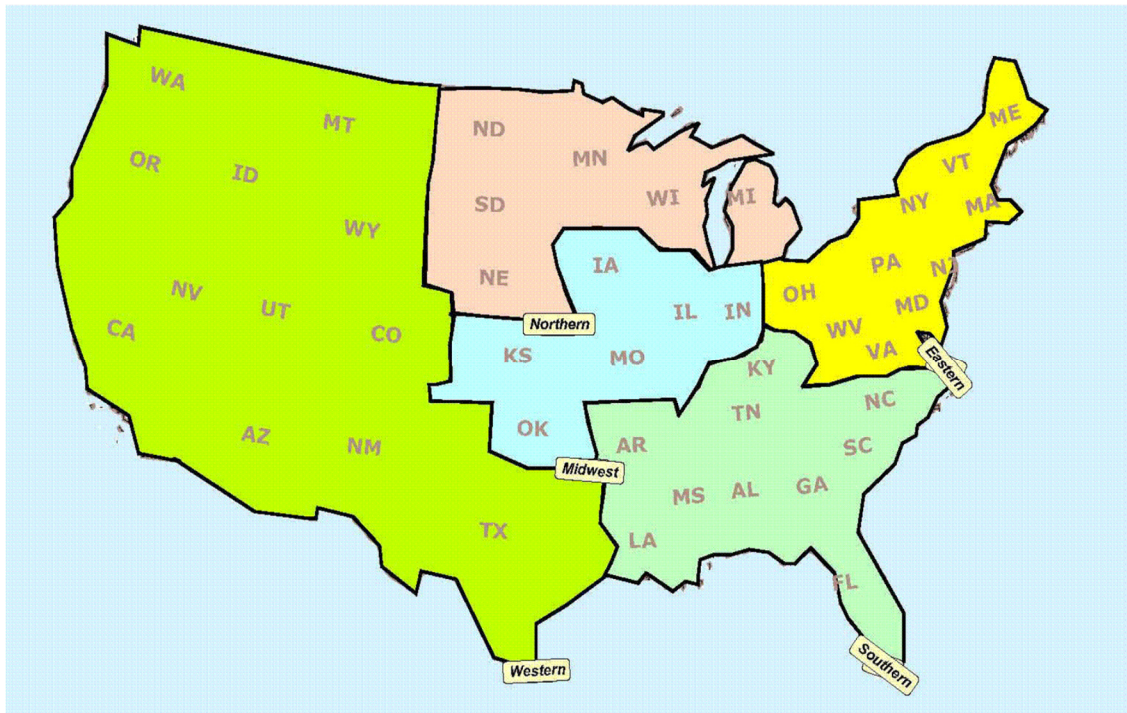
***(828) 612-6731***

***steve@cardinalfabrics.com***



***Distributor of Spradling Vinyl for Automotive  
Marine Residential & Commercial Applications***

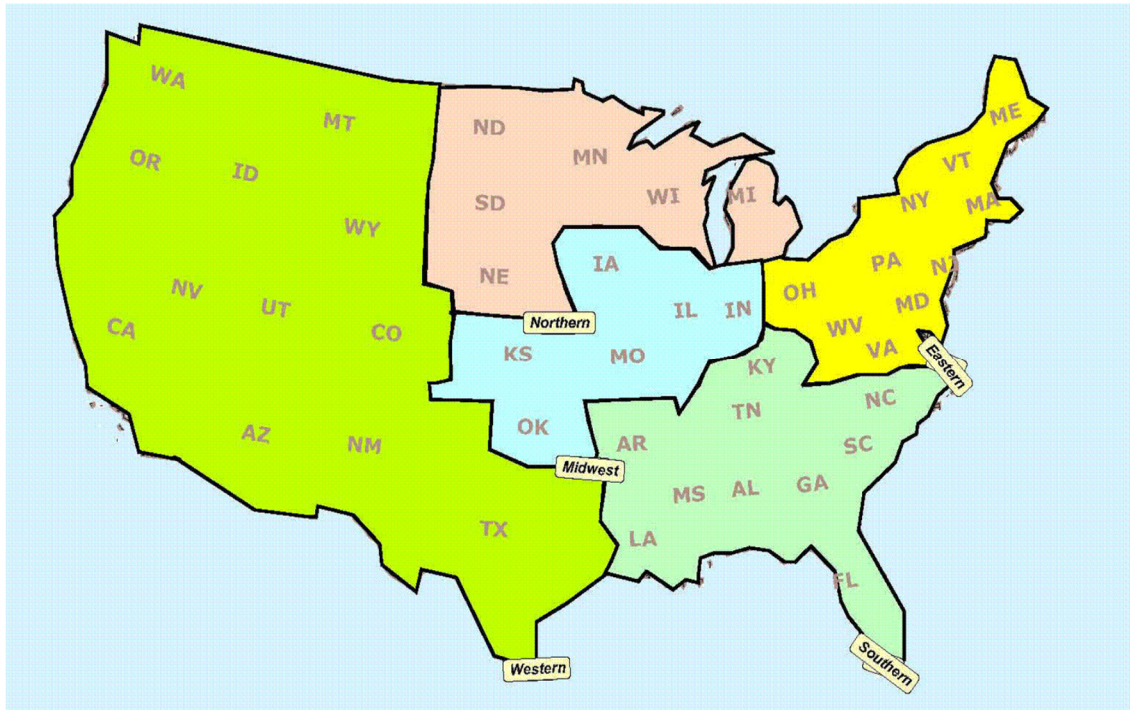
Have you had your best month ever?  
Compare your sales with others in your region!



## Top Sales By Region for February 2020

Western	Northern	Midwest	Southern	Eastern
\$25,775.00	\$86,009.00	\$282,424.00	\$108,210.15	\$73,742.57
\$19,108.00	\$42,268.12	\$53,286.00	\$78,557.75	\$37,231.44
\$18,040.00	\$34,914.00	\$48,521.41	\$21,259.50	\$9,720.00
\$15,357.50	\$28,640.84	\$47,733.17	\$18,258.00	\$7,370.00
\$12,330.00	\$25,398.00	\$39,147.00	\$16,000.00	\$5,215.00

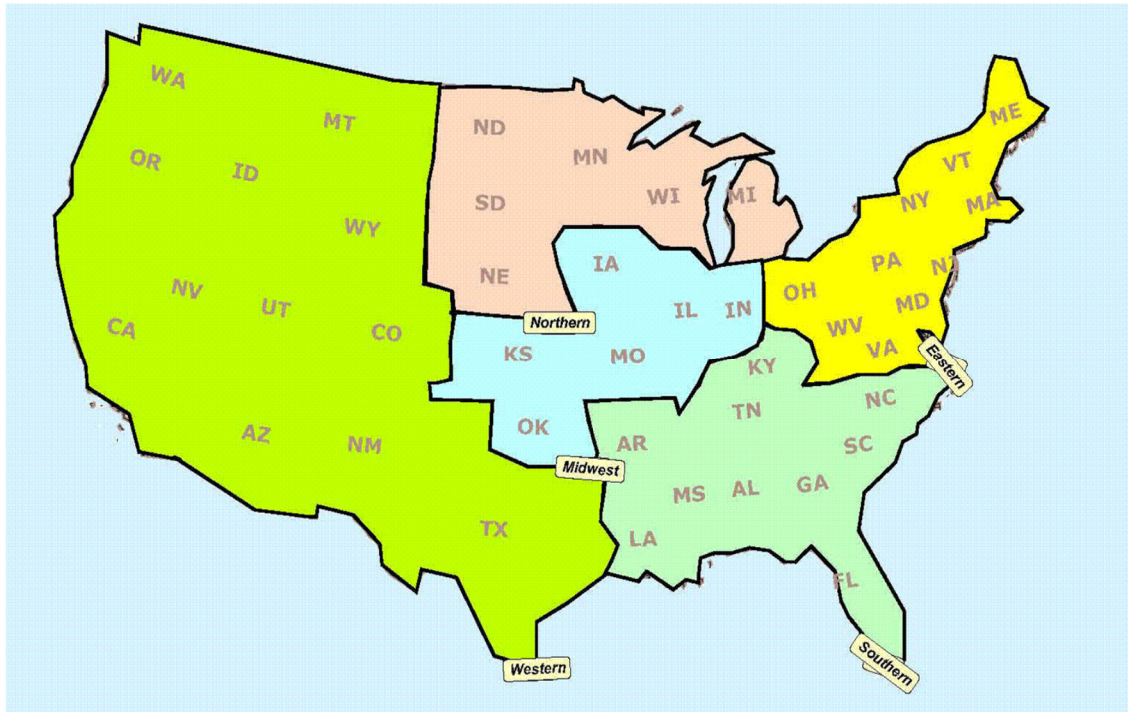
**Have you had your best month ever?**  
**Compare your sales with others in your region!**



## Top Sales By Region for March 2020

Western	Northern	Midwest	Southern	Eastern
\$33,360.00	\$48,314.27	\$371,880.00	\$106,316.41	\$71,224.69
\$31,106.00	\$43,676.00	\$55,473.00	\$74,533.75	\$35,007.60
\$24,662.00	\$40,166.74	\$50,098.50	\$16,018.00	\$7,470.00
\$20,382.50	\$32,493.00	\$48,857.00	\$11,761.03	\$4,395.00
\$13,985.00	\$25,054.00	\$38,058.00	\$11,750.50	\$3,800.00

Have you had your best month ever?  
Compare your sales with others in your region!



## Top Sales By Region for April 2020

Western	Northern	Midwest	Southern	Eastern
\$26,580.00	\$31,902.00	\$264,297.00	\$72,244.50	\$43,848.74
\$22,235.00	\$29,765.52	\$73,700.00	\$52,443.30	\$19,850.39
\$16,378.66	\$29,333.00	\$30,957.00	\$11,805.00	\$4,710.00
\$11,585.00	\$24,135.00	\$28,745.50	\$10,652.00	\$885.00
\$7,757.14	\$16,477.00	\$26,580.00	\$8,355.00	\$410.00

## NEWS YOU CAN USE FROM YOUR FRIENDLY PARTS DEPARTMENT

# fogit

***Dr. Vinyl Partners, Fogit has created a awesome marketing tool that will assist you in sanitizing vehicles. The FogIt™ odor elimination kit for vehicles is simply the strongest, fastest, and most effective odor removal product ever developed for the automotive market.***

***Email the [parts@drvinyl.com](mailto:parts@drvinyl.com) to get your Rear View Mirror Hangers & Information Flyers today!***



### Fogit Mirror Hanger




The **FogIt** sanitizing system rids your car interior of any previous germs, viruses, molds, bacteria, and pathogens, guaranteeing a clean, safe and odor-free environment in your new vehicle!

**This vehicle has been**

- ✓ Sanitized
- ✓ Deodorized
- ✓ Disinfected

**with FogIt.**

### Fogit Informational Flyer - Outside

### Try FogIt Today!

- ✓ Differentiate your fleet of used cars
- ✓ New tool for your sales force
- ✓ Increase profit margin and marketability of your used car inventory



**FogIt & Forget It!**

### THE COMPLETE PROGRAM SANITIZING, DEODORIZING & DISINFECTING SYSTEM

*FOR YOUR USED CAR INVENTORY*




- ✓ Sanitized
- ✓ Deodorized
- ✓ Disinfected

## NEWS YOU CAN USE FROM YOUR FRIENDLY PARTS DEPARTMENT

***Free with each Fogit Kit Purchased!***  
***Limited Quantities Available!***  
***Get Yours Today!***



### Fogit Informational Flyer - Inside

#### Why Use the Fogit System for your Used Car Inventory Program?

##### INCREASED PROFIT & MARKETABILITY

- Perceived value is REAL value to the customer
- Minimal cost to implement
- Markup on each and every used car

##### CUSTOMER SAFETY / ADDED VALUE TO THE BUYER

- Kills germs & bacteria
- Kills mold & mildew
- Kills viruses
- Eliminates odors (smoke, pets, many others)
- Customer peace of mind



##### COMPETITIVE ADVANTAGE

- Potential Private Label
- Mirror hanger to build customer confidence
- Great sales point for sales force

##### EASY TO IMPLEMENT

- Integrate into your existing detailing process
- 5 minute hands-on time
- Probably being used in your detail shop already
- Integrate into Used Car Certification Program?

**DON'T MASK ODORS ELIMINATE THEM!**

PERMANENT • INDUSTRIAL STRENGTH • FAST ACTING

#### The Science Behind the Process



#### WHAT IS FOGIT?

The Fogit sanitizing system for vehicles is the strongest, fastest, most effective sanitizing system for vehicles.

The Fogit system will disinfect, sanitize and deodorize any vehicle. This novel system rids your car interior of any previous germs, viruses, molds, bacteria, and pathogens, guaranteeing a clean, safe and odor-free environment for your customers!

#### CHLORINE DIOXIDE

- Tried and true technology
- Used for over 50 years in a variety of industries, including:
  - Sterilization of surgical equipment
  - Fruit and vegetable preservation
  - Paper processing
  - Unique application in auto industry

**INDUSTRIAL STRENGTH**  
ENGINEERED FOR THE AUTOMOTIVE MARKET



### Fogit Mirror Hanger

The **Fogit** sanitizing system rids your car interior of any previous germs, viruses, molds, bacteria, and pathogens, guaranteeing a clean, safe and odor-free environment in your new vehicle!

**This vehicle has been**

- ✓ Sanitized
- ✓ Deodorized
- ✓ Disinfected

**with Fogit.**

# May 2020 Interior Training

AUSTIN ST. DENIS

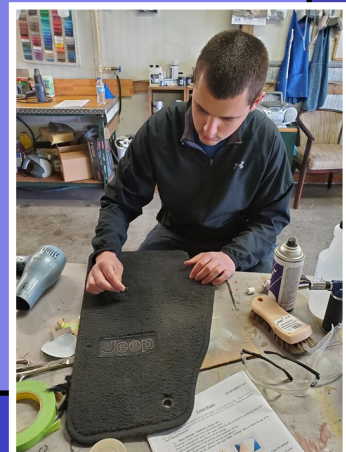
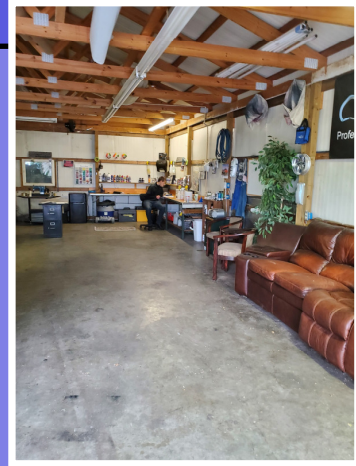


**Austin St. Denis** joins **Chris Oesterling, Dr. Vinyl of Michigan** as an Interior Repair Technician. Prior to Dr. Vinyl, Austin worked at a local dealership as a automotive marketing tech and a porter. Austin says he is excited about this opportunity and with all that is going on with Covid-19, this gives him time to perfect his techniques before actually getting started in business.

**We're glad to have you Austin! Welcome aboard!**



## *In Class Training - May 2020*



## May 2020 Interior Training

**JASON & SHARON CRISPIN**



**Jason & Sharon Crispin** are our newest franchise owners to join the system. They have purchased the franchise known as **Dr. Vinyl of Lincoln NE**. Prior to Dr. Vinyl, Jason has worked in the Auto Body Repair industry for many years. He also assisted the Dr. Vinyl of Omaha for a short period of time before purchasing the Lincoln NE franchise. His wife Sharon has been a Mary Kay Cosmetics sales representative for many years as well. They both are very excited about this new opportunity. In their spare time they both enjoy golfing, bike riding and many other sports.

**Welcome to the Dr. Vinyl family Jason & Sharon!**  
**We're glad to have you!**

**KENNY WHITE**

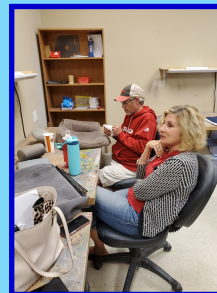


**Kenny White** joins **Jacob Morris, Dr. Vinyl of Northern Texas** as an Interior Repair Technician. Prior to Dr. Vinyl, Kenny worked at a Goodyear Tires as a Sales Representative. Kenny says he was ready for a career change and figured Dr. Vinyl was the way to go!

**We're glad to have you Kenny! Welcome aboard!**

***Success is the sum of small efforts, repeated day in and day out.***

## *In Class Training - May 2020*



**DR.**  
**VINYL**  
**SAVES TIME AND MONEY**

# PHOTOS FROM THE FIELD

The article & photo below was submitted by **Will Faber, Dr. Vinyl of Central MO**, showing a fabric repair on the **2012-2016 Chevrolet Equinox**.

*"I tried an experimental fabric repair on the mesh fabric found in 2012-2016 Chevy Equinox. The name of that fabric is called **"Plateau"** according to the Automotive Detroit Book. After my standard flocked velour repair was flush with the surface and dried medium hard, I used this flat-tipped engraving bit in my Dremel tool kit to make holes like the fabric design. I then touched them up with black dye. This was my first attempt. It was not perfect, but it looked really good. I was happy to have found this innovative solution for a challenging new fabric.*

*Thought I should share this with others! Does anyone have a better solution, besides to reupholster? Looking forward to seeing upcoming articles from other associates!"*

**Will Faber**



← **BEFORE**

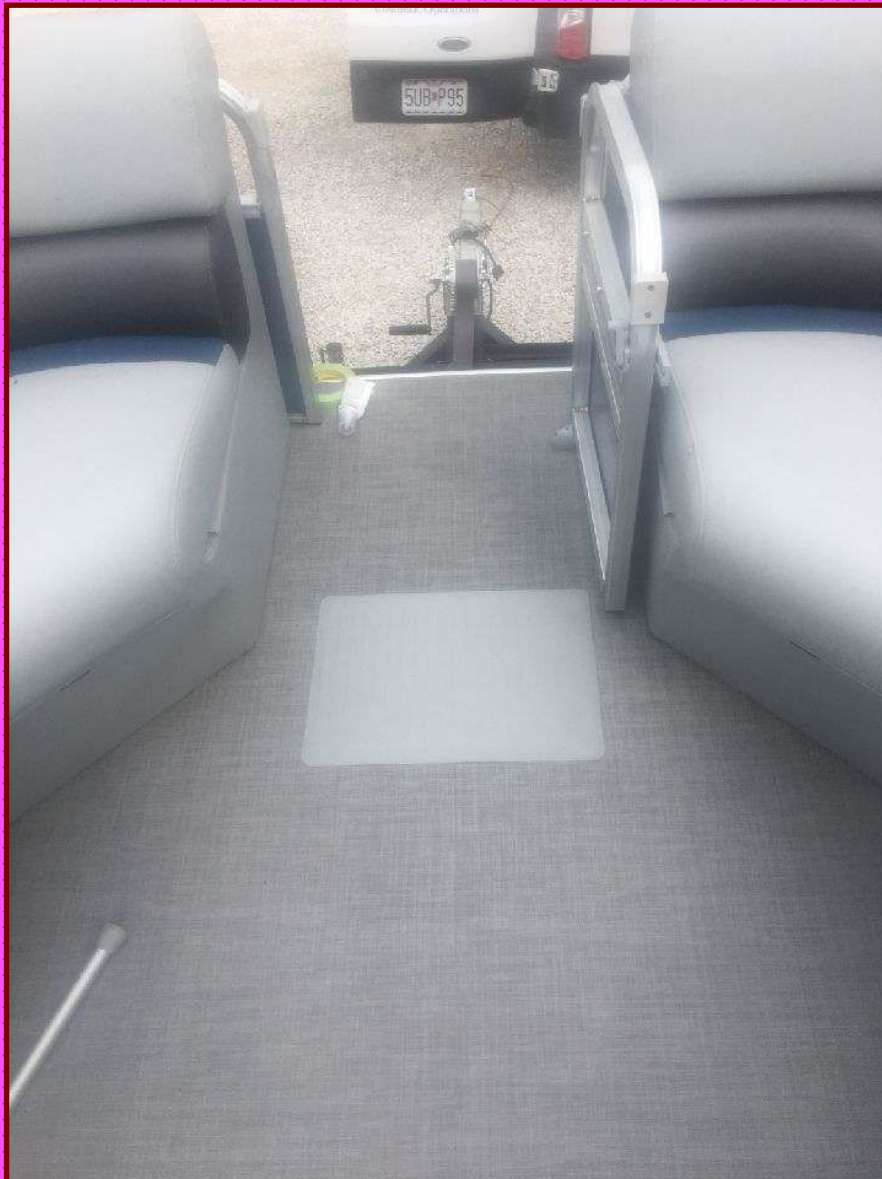
**AFTER** →



## PHOTOS FROM THE FIELD

The photo below was submitted by **Raymond Scott, Dr. Vinyl of Springfield Missouri**, showing a Dr. Vinyl Large Heel Pad dyed to match and installed on a damaged carpet in a NEW boat. Raymond said it was a first for him and it worked out GREAT!

**Very Creative Raymond! Job Well Done!**



## Top 10 Interior Repair Technicians February 2020

<b>THOMAS RAUEN</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$17,487.00</b>
<b>JOSEPH OESTERLING</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - MICHIGAN</b>	<b>\$17,000.00</b>
<b>TODD LESTER</b>	<b>DR. VINYL OF</b>	<b>CENTRAL TEXAS</b>	<b>\$16,740.00</b>
<b>CURTIS PIERCE</b>	<b>DR. VINYL OF</b>	<b>LITTLE ROCK AR</b>	<b>\$16,000.00</b>
<b>CHAZ ALLMAN</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAD TN</b>	<b>\$15,958.31</b>
<b>MARK GIANNOLA</b>	<b>ASSOCIATE OF</b>	<b>JOHNSON COUNTY KS</b>	<b>\$14,997.00</b>
<b>RYAN MCGANN</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAD TN</b>	<b>\$13,425.88</b>
<b>SHANE BARNES</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - MICHIGAN</b>	<b>\$13,291.00</b>
<b>TYLER PUGH</b>	<b>ASSOCIATE OF</b>	<b>SPRINGFIELD MO</b>	<b>\$11,870.00</b>
<b>RYAN NAYLOR</b>	<b>ASSOCIATE OF</b>	<b>SPRINGFIELD MO</b>	<b>\$11,864.00</b>

## Top 10 APR Technicians February 2020

<b>MARCELLO DIAS</b>	<b>ASSOCIATE OF</b>	<b>NORFOLK COUNTY MA</b>	<b>\$17,693.60</b>
<b>RYAN FRAME</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$14,065.00</b>
<b>RICK ALBERS</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>\$13,552.12</b>
<b>BRAD REWITZER</b>	<b>ASSOCIATE OF</b>	<b>GREATER MINNEAPOLIS MN</b>	<b>\$11,875.00</b>
<b>JARED SCHORNICK</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$11,520.00</b>
<b>CARSON GREENFIELD</b>	<b>ASSOCIATE OF</b>	<b>GREEN COUNTRY OK</b>	<b>\$10,820.00</b>
<b>JASON ROLLOFF</b>	<b>DR. VINYL OF</b>	<b>CENTRAL MINNESOTA</b>	<b>\$10,737.00</b>
<b>STEVE OAKES</b>	<b>DR. VINYL OF</b>	<b>HAMPTON &amp; NEWPORT NEWS VA</b>	<b>\$10,195.00</b>
<b>STEVE BRAND</b>	<b>ASSOCIATE OF</b>	<b>NORFOLK COUNTY MA</b>	<b>\$10,062.84</b>
<b>JEREMY DRINKARD</b>	<b>ASSOCIATE OF</b>	<b>THE PERMIAN BASIN TX</b>	<b>\$9,980.00</b>

## Top 5 Upholstery Repair Technicians February 2020

<b>BILL FABER</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS CITY</b>	<b>\$11,086.00</b>
<b>MIKE WALLACE</b>	<b>ASSOCIATE OF</b>	<b>LOUISVILLE KENTUCKY</b>	<b>\$9,885.00</b>
<b>WENDY BARNETT</b>	<b>DR. VINYL OF</b>	<b>MIDDLE TENNESSEE</b>	<b>\$8,465.50</b>
<b>TAWNIA BARNETT</b>	<b>ASSOCIATE OF</b>	<b>MIDDLE TENNESSEE</b>	<b>\$8,453.00</b>
<b>AMANDA CHAPMAN</b>	<b>ASSOCIATE OF</b>	<b>HAMPTON &amp; NEWPORT NEWS VA</b>	<b>\$7,769.98</b>

## Top 5 Paintless Dent Removal Technicians February 2020

<b>TERRY HANCOCK</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>\$16,275.00</b>
<b>JOHN WALDRON</b>	<b>ASSOCIATE OF</b>	<b>CATAWBA VALLEY NC</b>	<b>\$6,150.00</b>
<b>JEFF HAWKINS</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$6,042.50</b>
<b>MARK ETHRIDGE</b>	<b>DR. VINYL OF</b>	<b>THE HEARTLAND MO</b>	<b>\$5,885.00</b>
<b>BRANDON BIGGERSTAFF</b>	<b>ASSOCIATE OF</b>	<b>CATAWBA VALLEY NC</b>	<b>\$998.75</b>

## Top 5 Wheel Repair Technicians February 2020

<b>JIMMY HARCUM</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$12,880.00</b>
<b>CHRIS HAWKINS</b>	<b>DR. VINYL OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$12,787.00</b>
<b>CHARLES ARTHUR</b>	<b>ASSOCIATE OF</b>	<b>HAMPTON &amp; NEWPORT NEWS VA</b>	<b>\$9,075.00</b>
<b>JASON COLE</b>	<b>DR. VINYL OF</b>	<b>BLUEGRASS KENTUCKY</b>	<b>\$6,606.00</b>
<b>MATT BANKEN</b>	<b>ASSOCIATE OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>\$6,450.00</b>

## Top 10 Interior Repair Technicians March 2020

<b>TODD LESTER</b>	<b>DR. VINYL OF</b>	<b>CENTRAL TEXAS</b>	<b>\$19,012.50</b>
<b>THOMAS RAUEN</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$16,954.00</b>
<b>MARK GIANNOLA</b>	<b>ASSOCIATE OF</b>	<b>JOHNSON COUNTY KS</b>	<b>\$16,546.00</b>
<b>CHAZ ALLMAN</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$14,249.00</b>
<b>ZACH BATES</b>	<b>DR. VINYL OF</b>	<b>CORPUS CHRIST TX</b>	<b>\$13,985.00</b>
<b>JACOB MORRIS</b>	<b>DR. VINYL OF</b>	<b>NORTHERN TX</b>	<b>\$13,958.00</b>
<b>PHIL NEUMEIER</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$12,910.00</b>
<b>DREW HUBBARD</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$12,887.00</b>
<b>MICHELLE TESTER</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$12,810.00</b>
<b>JEFF ELLERBEE</b>	<b>ASSOCIATE OF</b>	<b>SPRINGFIELD MO</b>	<b>\$11,832.00</b>

## Top 10 APR Technicians March 2020

<b>MARCELLO DIAS</b>	<b>ASSOCIATE OF</b>	<b>NORFOLK COUNTY MA</b>	<b>\$18,467.00</b>
<b>JARED SCHORNICK</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$17,760.00</b>
<b>BRAD REWITZER</b>	<b>ASSOCIATE OF</b>	<b>GREATER MINNEAPOLIS MN</b>	<b>\$16,945.00</b>
<b>RYAN FRAME</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$16,065.00</b>
<b>ROBERT PRESTON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$14,185.00</b>
<b>JEREMY DRINKARD</b>	<b>ASSOCIATE OF</b>	<b>THE PERMIAN BASIN TX</b>	<b>\$13,095.00</b>
<b>ROB HINSON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$12,999.00</b>
<b>ERIC SIEFERT</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$12,770.00</b>
<b>CARSON GREENFIELD</b>	<b>ASSOCIATE OF</b>	<b>GREEN COUNTRY OK</b>	<b>\$11,445.00</b>
<b>STEVE HAWKINS</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$11,281.00</b>

## Top 5 Upholstery Repair Technicians March 2020

<b>BILL FABER</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS CITY MO</b>	<b>\$12,820.00</b>
<b>AMANDA CHAPMAN</b>	<b>ASSOCIATE OF</b>	<b>HAMPTON &amp; NEWPORT NEWS VA</b>	<b>\$7,700.75</b>
<b>WENDY BARNETT</b>	<b>DR. VINYL OF</b>	<b>MIDDLE TENNESSEE</b>	<b>\$5,656.03</b>
<b>CLIFTON GENTRY</b>	<b>DR. VINYL OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>\$4,701.50</b>
<b>JOY GONZALEZ</b>	<b>DR. VINYL OF</b>	<b>CONCORD NC</b>	<b>\$4,620.00</b>

## Top 5 Paintless Dent Removal Technicians March 2020

<b>TERRY HANCOCK</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>\$18,767.00</b>
<b>WES SPRADLIN</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>\$9,043.00</b>
<b>MARK ETHRIDGE</b>	<b>DR. VINYL OF</b>	<b>THE HEARTLAND MO</b>	<b>\$7,995.00</b>
<b>JEFF HAWKINS</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$7,572.50</b>
<b>JOHN WALDRON</b>	<b>ASSOCIATE OF</b>	<b>CATAWBA VALLEY NC</b>	<b>\$4,285.00</b>

## Top 5 Wheel Repair Technicians March 2020

<b>CHRIS HAWKINS</b>	<b>DR. VINYL OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$13,182.00</b>
<b>JIMMY HARCUM</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$12,404.00</b>
<b>MATT BANKEN</b>	<b>ASSOCIATE OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>\$7,953.00</b>
<b>JASON COLE</b>	<b>DR. VINYL OF</b>	<b>BLUEGRASS KENTUCKY</b>	<b>\$6,810.00</b>
<b>CHARLES ARTHUR</b>	<b>ASSOCIATE OF</b>	<b>HAMPTON &amp; NEWPORT NEWS VA</b>	<b>\$6,453.75</b>

## Top 10 Interior Repair Technicians April 2020

<b>JOSH FUNK</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS</b>	<b>\$27,052.50</b>
<b>KEVIN HEATON</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS</b>	<b>\$27,052.50</b>
<b>MICHELLE TESTER</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$16,374.00</b>
<b>MARK GIANNOLA</b>	<b>ASSOCIATE OF</b>	<b>JOHNSON COUNTY KS</b>	<b>\$14,801.00</b>
<b>ZACH BATES</b>	<b>DR. VINYL OF</b>	<b>CORPUS CHRISTI TX</b>	<b>\$11,585.00</b>
<b>KENDALL ORTEZ</b>	<b>ASSOCIATE OF</b>	<b>NORTHERN TEXAS</b>	<b>\$11,221.00</b>
<b>RODNEY HESTER</b>	<b>ASSOCIATE OF</b>	<b>MIDDLE TENNESSEE</b>	<b>\$10,652.00</b>
<b>DREW HUBBARD</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$10,405.00</b>
<b>JACOB MORRIS</b>	<b>DR. VINYL OF</b>	<b>NORTHERN TEXAS</b>	<b>\$10,189.00</b>
<b>PHIL NEUMEIER</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$9,415.00</b>

## Top 10 APR Technicians April 2020

<b>JARED SCHORNICK</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$20,990.00</b>
<b>MARCELLO DIAS</b>	<b>ASSOCIATE OF</b>	<b>NORFOLK COUNTY MA</b>	<b>\$13,559.39</b>
<b>BRAD REWITZER</b>	<b>ASSOCIATE OF</b>	<b>GREATER MINNEAPOLIS MN</b>	<b>\$12,735.00</b>
<b>ROBERT PRESTON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$12,335.00</b>
<b>JASON ROLLOFF</b>	<b>DR. VINYL OF</b>	<b>CENTRAL MINNESOTA</b>	<b>\$11,505.00</b>
<b>ROB HINSON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$11,184.00</b>
<b>ERIC SIEFERT</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$10,690.00</b>
<b>ALEX RASMUSSEN</b>	<b>ASSOCIATE OF</b>	<b>CENTRAL MINNESOTA</b>	<b>\$10,414.00</b>
<b>RYAN FRAME</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$10,360.00</b>
<b>TYLER HINSON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>\$10,195.00</b>

## Top 5 Upholstery Repair Technicians April 2020

<b>WENDY BARNETT</b>	<b>DR. VINYL OF</b>	<b>MIDDLE TENNESSEE</b>	<b>\$10,560.00</b>
<b>BILL FABER</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - KANSAS CITY MO</b>	<b>\$5,542.00</b>
<b>DENNIS GARRIGUS</b>	<b>DR. VINYL OF</b>	<b>GREATER PEORIA IL</b>	<b>\$4,238.00</b>
<b>CLIFTON GENTRY</b>	<b>DR. VINYL OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>\$2,856.50</b>
<b>NELSON HELMS</b>	<b>ASSOCIATE OF</b>	<b>UNION COUNTY NC</b>	<b>\$1,822.50</b>

## Top 5 Paintless Dent Removal Technicians April 2020

<b>TERRY HANCOCK</b>	<b>ASSOCIATE OF</b>	<b>OMAHA NE &amp; COUNCIL BLUFFS IA</b>	<b>\$11,729.50</b>
<b>JEFF HAWKINS</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$7,215.00</b>
<b>MARK ETHRIDGE</b>	<b>DR. VINYL OF</b>	<b>THE HEARTLAND MO</b>	<b>\$6,345.00</b>
<b>JOHN WALDRON</b>	<b>ASSOCIATE OF</b>	<b>CATAWBA VALLEY NC</b>	<b>\$5,201.00</b>
<b>BRANDON BIGGERSTAFF</b>	<b>ASSOCIATE OF</b>	<b>CATAWBA VALLEY NC</b>	<b>\$757.30</b>

## Top 5 Wheel Repair Technicians April 2020

<b>JIMMY HARCUM</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$9,200.00</b>
<b>CHRIS HAWKINS</b>	<b>DR. VINYL OF</b>	<b>THE CUMBERLAND TN</b>	<b>\$8,548.00</b>
<b>ETHAN GENTRY</b>	<b>ASSOCIATE OF</b>	<b>SPRINGFIELD MO</b>	<b>\$3,329.00</b>
<b>ALAN JENNINGS JR.</b>	<b>ASSOCIATE OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>\$2,279.00</b>
<b>DALE SPARKS</b>	<b>ASSOCIATE OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>\$1,965.00</b>

## 2020 Dr. Vinyl Group Training Schedule



January							February							March						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4							1	1	2	3	4	5	6	7
5	6	7	8	9	10	11	2	3	4	5	6	7	8	8	9	10	11	12	13	14
12	13	14	15	16	17	18	9	10	11	12	13	14	15	15	16	17	18	19	20	21
19	20	21	22	23	24	25	16	17	18	19	20	21	22	22	23	24	25	26	27	28
26	27	28	29	30	31		23	24	25	26	27	28	29	29	30	31				

April							May							June						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4						1	2		1	2	3	4	5	6
5	6	7	8	9	10	11	3	4	5	6	7	8	9	7	8	9	10	11	12	13
12	13	14	15	16	17	18	10	11	12	13	14	15	16	14	15	16	17	18	19	20
19	20	21	22	23	24	25	17	18	19	20	21	22	23	21	22	23	24	25	26	27
26	27	28	29	30			24	25	26	27	28	29	30	28	29	30				
							31													

July							August							September						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4							1			1	2	3	4	5
5	6	7	8	9	10	11	2	3	4	5	6	7	8	6	7	8	9	10	11	12
12	13	14	15	16	17	18	9	10	11	12	13	14	15	13	14	15	16	17	18	19
19	20	21	22	23	24	25	16	17	18	19	20	21	22	20	21	22	23	24	25	26
26	27	28	29	30	31		23	24	25	26	27	28	29	27	28	29	30			
							30	31												

October							November							December						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3	1	2	3	4	5	6	7			1	2	3	4	5
4	5	6	7	8	9	10	8	9	10	11	12	13	14	6	7	8	9	10	11	12
11	12	13	14	15	16	17	15	16	17	18	19	20	21	13	14	15	16	17	18	19
18	19	20	21	22	23	24	22	23	24	25	26	27	28	20	21	22	23	24	25	26
25	26	27	28	29	30	31	29	30						27	28	29	30	31		

### Federal Holidays 2020

Jan 1	New Year's Day	Jul 4	Independence Day	Nov 26	Thanksgiving Day
Jan 20	Martin Luther King Day	Sep 7	Labor Day	Dec 25	Christmas Day
Feb 17	Presidents' Day	Oct 12	Columbus Day		
May 25	Memorial Day	Nov 11	Veterans Day		

